

Message Text

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TAGS : BEXP, ETEL, NI

SUBJ : MAJOR PROJECTS: TELECOMMUNICATIONS CONTRACTS

1. WE HAVE BEEN APPROACHED BY NIGERIAN FIRM THAT CLAIMS TO BE WELL-PLACED FOR LARGE TELECOMMUNICATIONS CONTRACTS DURING THIRD PLAN PERIOD (1975-80), AND WOULD LIKE ENTER AGENCY RELATIONSHIP WITH U.S. MANUFACTURERS OF TELEPHONE EXCHANGES AND/OR LONG DISTANCE TRANSMISSION SYSTEMS.

2. FIRM IS EARTH SCIENCES LTD, KNOWN TO EMBASSY AS ENERGETIC AND REPUTABLE NIGERIAN DISTRIBUTOR IN FIELD OF COMPUTERS, TELECOMMUNICATIONS, AND SCIENTIFIC INSTRUMENTATION. PARTIAL LIST OF AGENCY CLIENTS INCLUDES CALIFORNIA COMPUTER PRODUCTS INC, WANG LABORATORIES AND TEXAS INSTRUMENTS (ALL U.S. FIRMS), AS WELL AS SCINTREX LTD., J.K. SMIT AND SONS, AND GEOTERREX LTD. OF CANADA. CURRENTLY WORKING ON CONTRACTS TO SUPPLY NIGERIAN STEEL DEVELOPMENT AUTHORITY (DOLS310,000), MINISTRY OF MINES AND POWER (DOLS1.2 MILLION), AND TWO STATE GOVERNMENTS (DOLS3 MILLION TOTAL), AMONG OTHERS. FAVORABLE WTDR DATED 12/72 IS ON FILE, NEW ONE BEING PREPARED.

3. AS USDOC AWARE, THIRD NATIONAL DEVELOPMENT PLAN HAS VERY AMBITIOUS PROVISIONS FOR EXPANSION OF TELECOMMUNICATIONS FACILITIES, INCLUDING INSTALLATION OF 500,000 ADDITIONAL TELEPHONE EXCHANGE LINES (DOLS658 MILLION) AND EXPANSION OF MICROWAVE AND COAXIAL CABLE TRANSMISSION ROUTES, (DOLS502 MILLION). EVEN MAKING ALLOWANCES FOR PROBABLE SHORTFALLS IN EXECUTION OF PLAN, THIS REPRESENTS TREMENDOUS MARKET. CONTRACTS LIKELY TO BE UNCLASSIFIED

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LET IN EASY STAGES (E.G. 50,000 EXCHANGE LINES AT A TIME), AND

FMG POLICY APPEARS TO FAVOR SOME DEGREE OF DIVERSIFICATION
AMONG SUPPLIERS.

4. EARTH SCIENCES INTERESTED PRIMARILY IN ACTING AS AGENT FOR
MANUFACTURER OF TELEPHONE EXCHANGES. WANTS TO LINK UP WITH FIRM
OF SOLID REPUTATION, CAPABLE OF DELIVERING 50,000 EXCHANGE LINES
ON TURNKEY BASIS, ALONG WITH ADEQUATE TRAINING PROGRMS, ETC.
WOULD ALSO HOWEVER BE INTERESTED IN TALKING TO TRANSMISSION SYSTEMS
MANUFACTURERS.

5. THIS IS NOT FIRST TIME WE HAVE BEEN APPROACHED BY POTENTIAL
NIGERIAN AGENTS CLAIMING TO HAVE HANDLE ON UPCOMING TELE-
COMMUNICATIONS PROJECTS, BUT EARTH SCIENCES INSPIRES SOMEWHAT
MORE CONFIDENCE THAN THE OTHERS AND IT IS OUR JUDGMENT THAT THIS
OFFER IS WORTHY OF SERIOUS CONSIDERATION. ADDRESS OF NIG. FIRM IS:
EARTH SCIENCES LTD./10 ALAKIJA STREET, YABA/P.O. BOX 6352,
LAGOS/OBOT ETIBIET, MANAGING DIRECTOR.

6. FYI BOTH ITT AND GTE ALREADY REPRESENTED IN NIGERIA.
FOUR FIRMS THAT MIGHT BE INTERESTED IN EARTH SCIENCE, ALTHOUGH
THEY HAVE ALREADY TALKED TO POTENTIAL NIGERIAN AGENTS, ARE
AERONUTRONIC-FORD (K.L.ROSE, TEL: 215/659-7700), NORTH ELECTRIC
COMPANY (CHARLES CONRY, TEL: 419/468-8324), STROMBERG-CARLSON,
(TEL: 716/461-6835), AND UNITED AIRCRAFT INTERNATIONAL (JOHN
RYAN, 203/565-6997).
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